

COMMERCIAL PACE IN SONOMA COUNTY

~ 60 commercial projects financed

- ~40 with lender consent
- Critical mass in community
 - Residential, small & large commercial
 - Owners, contractors, mortgage lenders
- Open Market track added
 - "Commercial" spans \$5,000 to \$100 million+
 - One size can't fit all (or most)





PACE IN LA COUNTY



Program



VS.

Finance

- The Loading Order Disaster
- Large project focus = huge first step

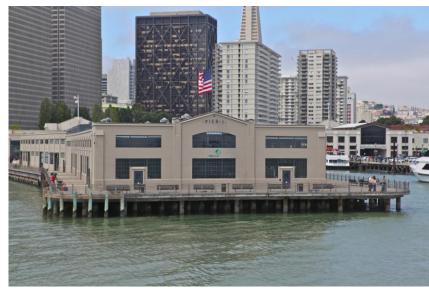
THE PACE CHALLENGE: BLENDING LOCAL BENEFIT WITH NATIONAL SCALE

Property Owner	Contractor	Finance	Mortgage Lender	Program
Local	Local	Local bank, credit union	Local bank	City, county
Regional, national	Regional, national	National capital markets	National banks, insurance companies	Multi-county, state



COMMERCIAL PACE: FROM GRANDVIEW TIRE & AUTO TO PROLOGIS





Derek Brown

derek.brown@cleanfund.com

415-256-8000 x102

www.cleanfund.com

